

Message Text

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ACTION COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 /014 W

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R 071551Z MAR 75

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 8291

UNCLAS LAGOS 2206

E.O. 11652: N/A

TAGS: BEXP, BMEP, NI, ENRG

SUBJ: MAJOR PROJECTS: LNG PROMOTION

REF: SANDS/MCGRATH TELCON MARCH 4

1. AFTER REFLECTION WE ARE OF OPINION THAT IF LNG PROMOTION

TO BE EFFECTIVELY MOUNTED IN APRIL OR MAY THAT WOULD BE OPTIMUM TIMING FROM POINT OF VIEW IMPACT ON FMG OFFICIALS, AND WE WOULD DO ALL WE CAN TO SUPPORT HOWEVER, WE BELIEVE PROMOTION IN JUNE WOULD HAVE NEARLY EQUAL IMPACT AND JUNE DATE WOULD SIMPLIFY HOTEL PROBLEM (DESIRABLE LAGOS HOTELS NOW BOOKED THROUGH MAY) AND ALLEVIATE BURDEN ON EMBASSY ECONOMIC/COMMERCIAL RESOURCES (RAILWAY EQUIPMENT MISSION CURRENTLY SCHEDULED APRIL 9 TO 12; OPIC TEAM APRIL 16 TO 19; ROAD CONSTRUCTION SEMINAR MAY 12 TO 16; INDUSTRIAL COLLEGE OF ARMED FORCES MAY 17-22). IF JUNE DATE SELECTED WE WOULD PREFER AVOID CONFLICT WITH JUNE 10-16 BUSINESS EQUIPMENT CATALOG SHOW BUT IF CONFLICT UNAVOIDABLE WE ARE PREPARED ACCEPT IT.

2. APPRECIATE BEING KEPT IN TOUCH WITH MEPD THINKING ON TIMING AND ORGANIZATION POSSIBLE LNG PROMOTION.

3. AS WE NOTED IN TELCON, FACT THAT FMG HAS NOW CHOSEN PROSPECTIVE TECHNICAL PARTNERS REMOVES ONE OF EARLIER INHIBITING FACTORS, NAMELY, CONCERN THAT LNG PROMOTION BY INTRODUCING NEW CONCEPTS OR FIRMS MIGHT DELAY FMG DECISION. PROBLEM STILL REMAINS HOWEVER OF ENSURING THAT USG PROMOTION

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SUPPORTS OR AT LEAST DOES NOT UNDERCUT POSITIONS OF U.S.

TECHNICAL PARTNER, PHILLIPS, AND /OR U.S. PROCESS, DESIGN,
CONSTRUCTION, EQUIPMENT FIRMS THAT HAVE BEEN CULTIVATING FMG
AS WELL AS PHILLIPS AND OTHER TECHNICAL PARTNERS OVER PAST
YEAR AND LONGER (AND AS WE HAVE REPORTED, THESE INCLUDE
MOST OF U.S. FIRMS WITH CAPABILITY IN LNG FIELD). WE THINK
IT ESSENTIAL, AS WE HAVE SAID EARLER, THAT THERE SHOULD BE
CONSENSUS AMONG THESE OLD TO MARKET FIRMS AND OF COURSE
PHILLIPS THAT USG PROMOTION WILL IN FACT ADVANCE EFFORTS ON
WHICH THEY HAVE ALREADY SPENT CONSIDERABLE TIME AND MONEY.
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